

# EXHIBIT A



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10/6/04 Hoover's Co. Profiles (Page Number Unavailable Online)  
2004 WL 95353743

Hoover's Company In-depth Records  
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**Wednesday, October 6, 2004**

**Wave Systems Corp.**

OVERVIEW This Wave is safe for surfing. **Wave Systems'** Wave Commerce System allows digital content providers to securely distribute movies, music, and other information over the Internet and on CD-ROM and DVD. Wave's EMBASSY hardware and software system broadcasts encrypted content, manages authentication and decryption, monitors customer use, and collects transaction data. Its SignOnline products include document management and digital signature applications. The Sprague family owns about 65% of Wave's Class B common shares, giving them voting control over the company. After the company announced deals with Intel and IBM in 2003, Wave's stock soared, then retreated; the SEC is investigating those announcements.

Former chairman Peter Sprague founded Wave Systems after 30 years as National Semiconductor's chairman.

Through its WaveXpress joint venture with Sarnoff Corporation (Wave owns some 70%), Wave also offers data broadcasting applications.

The company completed a \$7.1 million private placement of common stock and warrants in late 2003.

**OFFICERS**

Interim Chairman, John E. Bagalay Jr., Age 70

President, CEO, and Director, Steven K. Sprague, Age 40, \$ 450,0 pay

EVP, Business Development, Lark Allen, Age 58

EVP, Sales and Marketing, Brian D. Berger

SVP, Finance and Administration, CFO, and Secretary, Gerard T. Feeney, Age 45, \$ 466,399 pay

VP, Accounting and Human Resources, Robert Stellato

VP, European Operations, Bruno Leconte

VP, Financial Services, Kelly Purcell

VP, Marketing Communications, John Callahan

Chairman and CEO, Wavexpress, Peter J. Sprague, Age 63

CTO, Len Veil

President, eSign Systems Group, Scott Schrader

Product Manager, eSign Systems Group, Nancy Alley

Senior Design and Architect Specialist, Jonathan Kearns

**DIRECTORS**

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Interim Chairman: John E. Bagalay Jr., Age 70

President, CEO, and Director: Steven K. Sprague, Age 40

Director: Nolan Bushnell, Age 61

Director: George Gilder, Age 64

Director: John E. (Jack) McConnaughey Jr., Age 75

## LOCATION

480 Pleasant St., Ste. 3

Lee, MA 01238-9269

Lee

MA

United States

01238-9269

413-243-1600

413-243-0045

<http://www.wave.com>

PRODUCTS/SERVICES Wave Systems has offices in California, Massachusetts, New Jersey, New York, and France.

		2003 Sales		64 Services	\$ thous.
% of total Licensing & other	120.7				
65.3	34 Product	3.4		2 Total	
189.4	100		2003 Sales		
\$ thous.	% of total	EMBASSY products & services		107.7	
57	Wavexpress products & services	81.7		43 Total	
189.4	100				

Selected Products and Services TrustedEdge (security suite of hardware, software, and development tools) SignOnline SmartConnect (secure connection) SmartIdentity (user identity authentication) SmartSAFE (web-based document management for signed documents) SmartSignature (legally binding digital signature creation) Wave Commerce System (digital content commerce) EMBASSY Trusted System (ETS, embedded application security system) WaveMeter (electronic content access monitoring chip) WaveNet (central transaction processing network) WaveXpress (data broadcasting applications)

## KEY COMPETITORS

Akamai

Aladdin Knowledge

Amedia

AuthentiDate

Baltimore Technologies

Check Point Software

Computer Associates

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Digimarc

EDS

eMeta

Entrust

Hewlett-Packard

IBM

InterTrust Technologies

Microsoft

RSA Security

SafeNet

SCM Microsystems

Secure Computing

SkyStream Networks Inc.

SSP Solutions

Symantec

VeriSign

STOCK

Company Type: Public

US Ticker: WAVX

US Exchange: NASDAQ

KEY NUMBERS

Fiscal Year Ended December

Sales For Year 2003

Sales \$0.2

One Year Sales Growth: (50.0%)

Net Income For Year 2003

Net Income (\$19.6)

Employees 83

One Year Employee Growth: (37.1%)

AUDITOR

KPMG LLP, 2004

INDUSTRY

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Computer Software  
Security Software  
Content & Document Management Software  
Multimedia, Graphics & Publishing Software  
Computer Hardware  
Computer Networking Equipment  
Network Security Devices  
Electronics  
Semiconductors  
Design, Foundry & Packaging Services  
Media  
Internet Content Providers

----- INDEX REFERENCES -----

COMPANY: Wave Systems Corp (WAVSYS)

NEWS SUBJECT: (Profiles of Companies (C01); Corporate/Industrial News (CCAT))

INDUSTRY: (Machinery/Industrial Goods (I32); Computers/Electronics (I3302);  
Environmental Control Systems (I3442); Electronics (IELEC); Industrial Electronics  
(IINDELE))

REGION: (United States - Massachusetts (USMA); North American Countries  
(NAMZ); United States (USA); Northeast U.S. (USE))

Language: EN

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